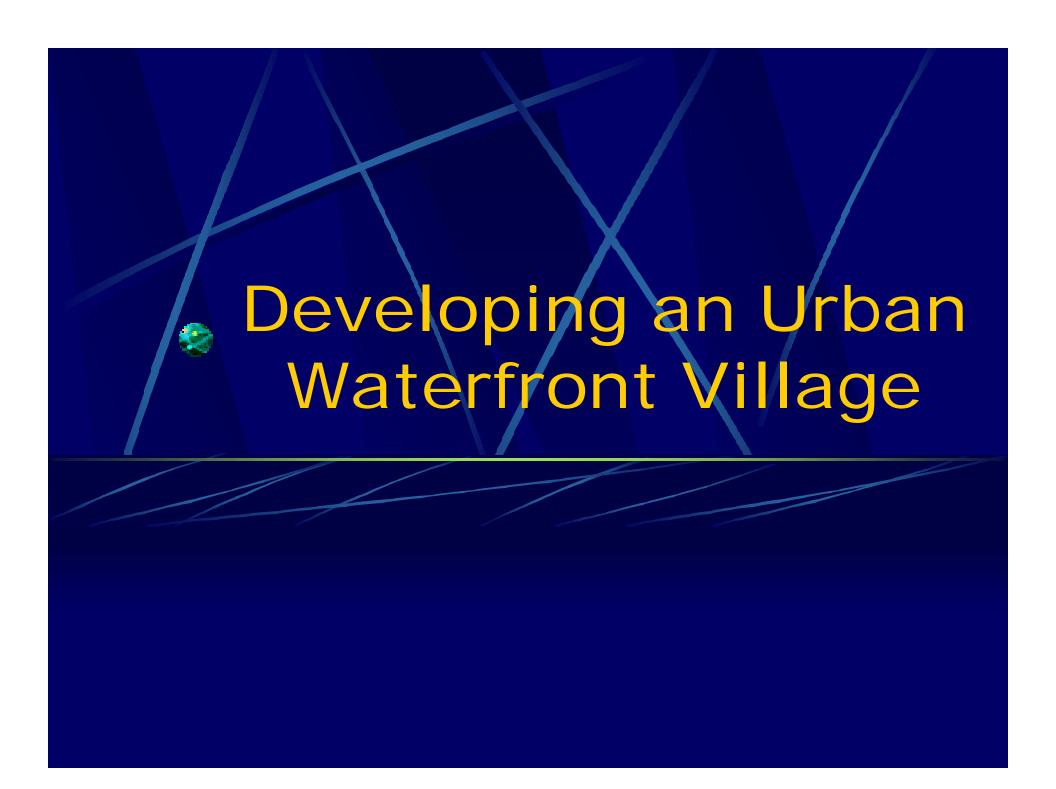


Advisory Services Panel

March 3 - 8, 2002





Panel Members

- John McIlwain, Panel Chair ULI Fellow, Washington, DC
- Charles Hewlett, Robert Charles Lesser & Company, Chevy Chase, MD
- David Scheuer, Retrovest Companies, Burlington, VT
- David Spillane, Goody Clancy & Associates, Boston, MA
- Bruce Hazzard, Design Workshop, Asheville, NC

Panel Members

- Linda Walchli, TDA, Inc., Seattle, WA
- Jim Lawson, Director of Planning & Development, Little Rock, AR
- Arthur Sonnenblick, Sonnenblick-Goldman Company, New York, NY
- Tim Bazley, BLUEWater Design Group, San Pedro, CA



Market Potential

- Market Opportunities
 - Return to downtowns
 - Mixed-use waterfront village
 - Proximity to Medical Complex & Ghent, downtown
- Market Challenges
 - Size/depth of market
 - Improve connections/access
 - Incompatible uses
 - Infrastructure/site costs
 - Need/opportunity to create from scratch

Market Potential

- Product Opportunities
 - Residential
 - Marina
 - CCRC
 - Hotel Extended Stay
 - Convenience Retail
 - Institutional/BTS Medical, Education, Federal

Market Potential Housing

- Demonstrated demand for rental and for-sale housing.
- Demographics support growth in key segments.
- With proper design and public investment, demand can be met on this site.

Market Potential Housing

- Current housing values and site conditions indicate public investment will be required to support housing.
- Recommended densities should be adequate to support land cost and public investment.
- Higher densities are not feasible in today's market.
- Repositioning of site and site amenities are key to making housing viable.

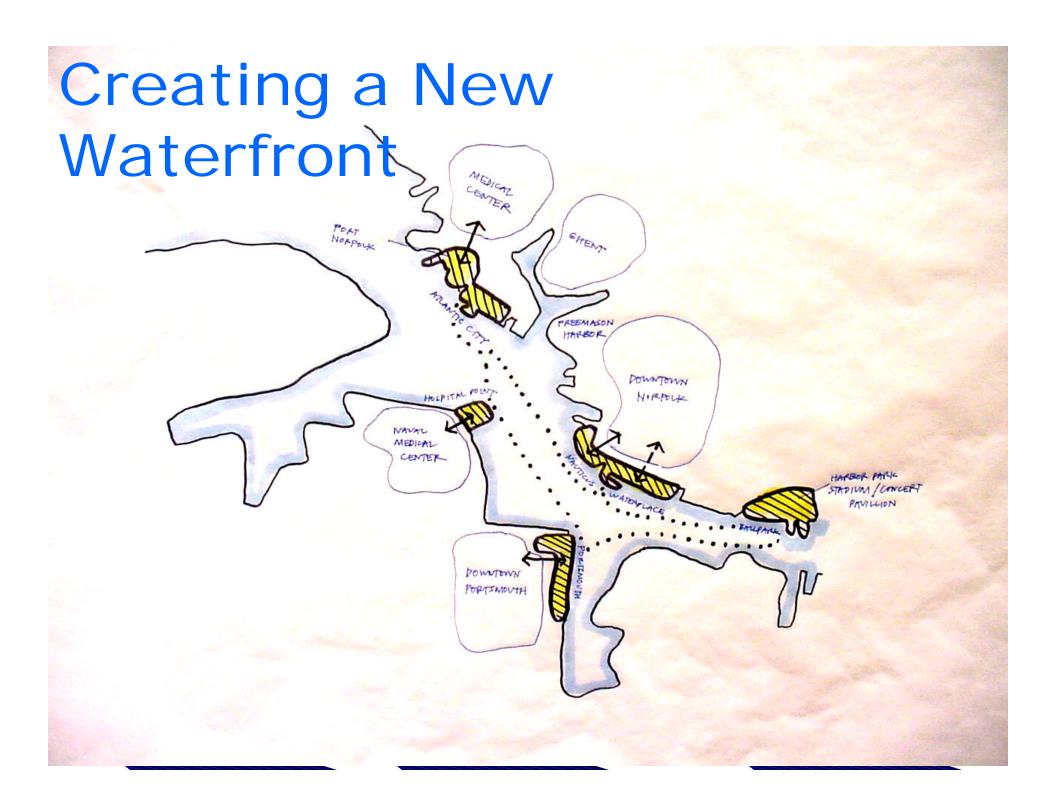
Planning and Design

Challenges/Constraints

- Patchwork ownership inhibits cohesive sense of place – a lost opportunity
- Poor image and identity
- Poor condition of roadways and utilities
- Single access from Brambleton Avenue insufficient to support future development

Opportunities

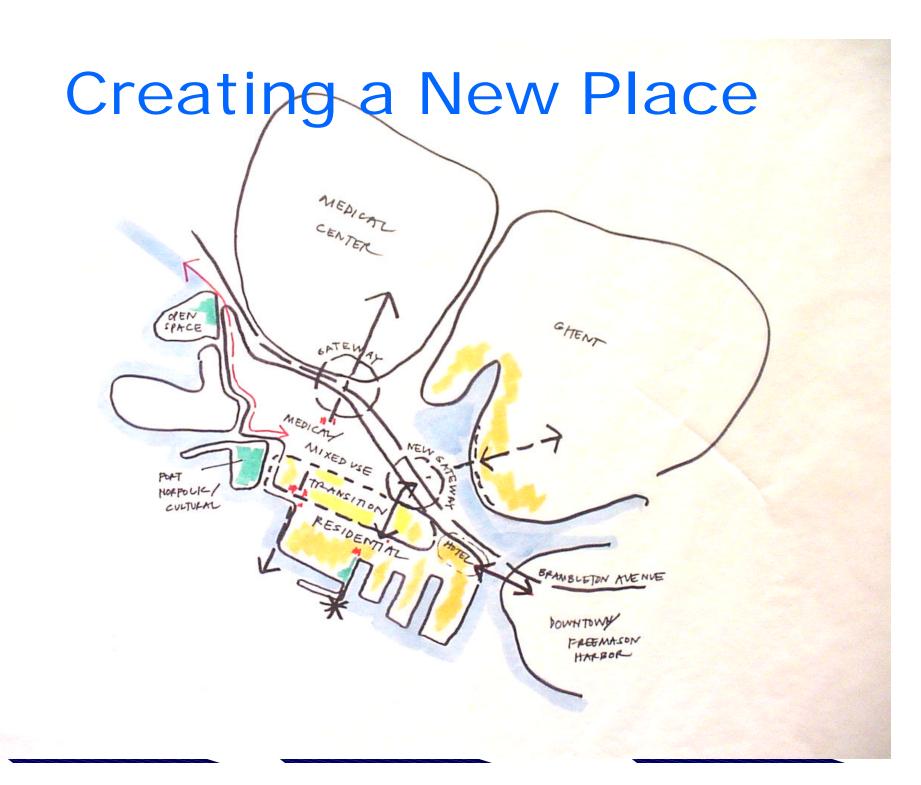
- Build on the success of the downtown waterfront
- Create a new waterfront destination
- Expand public access to the water
- Enhance visibility and public use of Fort Norfolk
- Create a new residential neighborhood



Planning & Design Principles

- Strengthen linkages
- Establish a strong identity as an urban waterfront village
- Create public access along the the water's edge
- Expand the grid pattern and incorporate new uses in key locations w/ on-street parking
- Promote views of the water from the interior of the site by locating lower buildings and open spaces along the water's edge

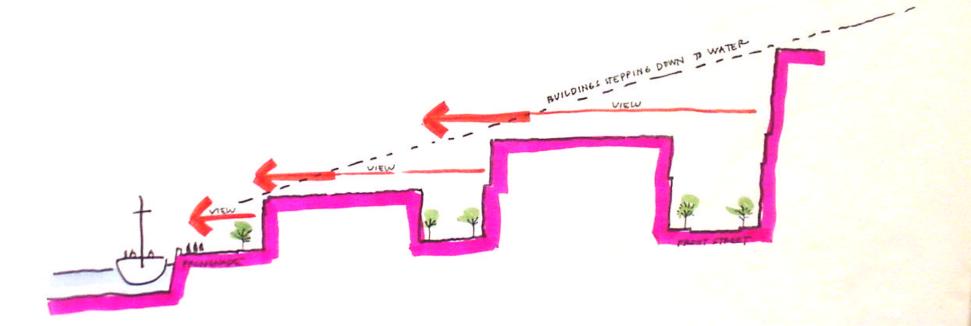
Building Connections on Land and Water, BRAMBLETON AVENUE DOWNTOWN

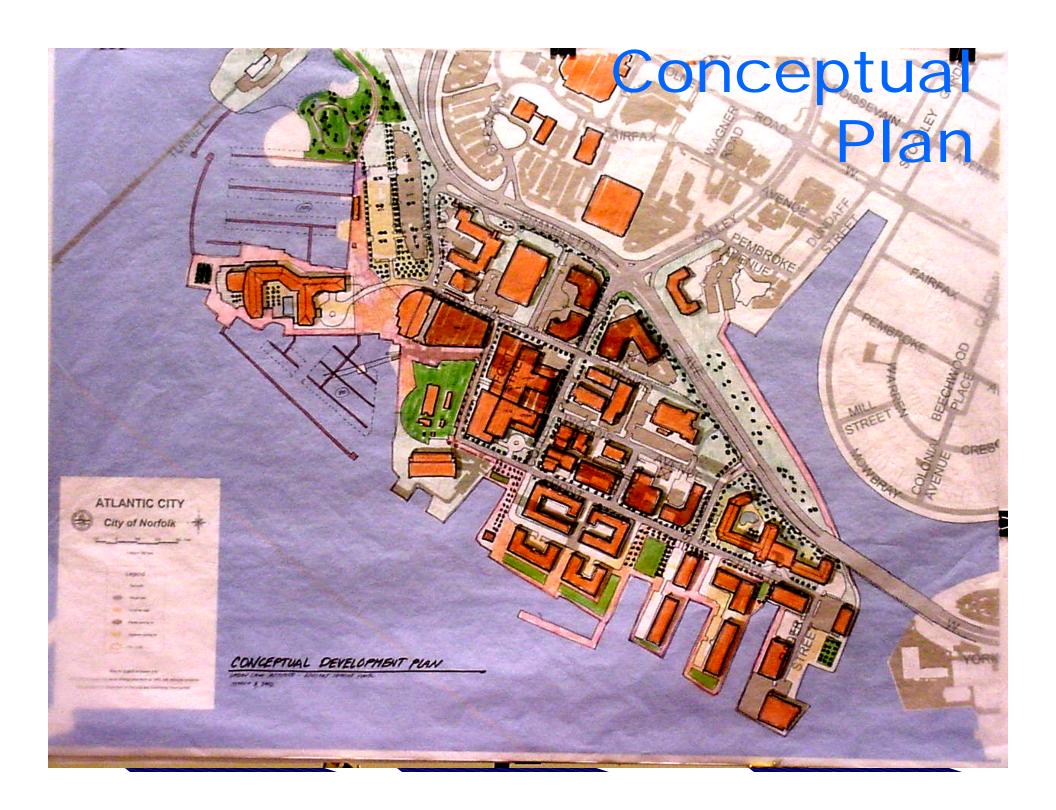


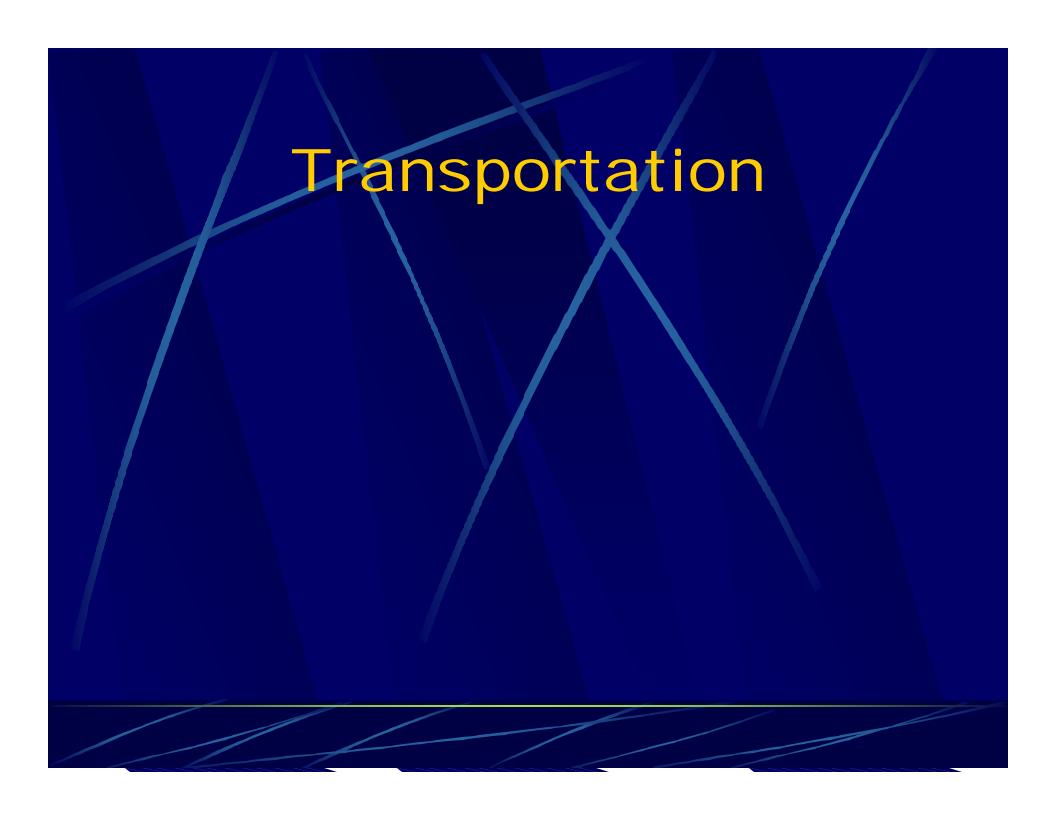
Waterfront Public Access PLUM POINT GHENT NORFOLK PROMENADE

A Network of New and Existing Streets

Stepping Buildings Down to the Water







Brambleton Avenue:

Important regional and local access
Additional traffic from Atlantic City
Barrier to Atlantic City
Improvements

Brambleton/Colley

2nd signalized intersection

Riverview access

Widening Brambleton won't help

Regional Traffic:

Citywide study
Regional study and actions
Local option taxes
Transportation Demand Mgmt
Biking and walking
Telecommuting and teleshopping

Cruise Ship Terminal:

Not compatible with Atlantic City Noise, trucks, parking

Feasible elsewhere, given:

Commitment and investment

Landside facilities

Terminal size

Fuel Bunkering

Light Rail System & Transit:

Relationship to Atlantic City Investment Comparison Fatal Flaw Analysis

Traffic congestion

Risk of starter system

Ongoing subsidy

Federal approval and funding

Parking

Alternatives – electric bus, trolley

Implementation & Development Process

Implementation & Development Process

A private/public partnership needs to be formed between the landowners and the City of Norfolk to meet the challenges of redeveloping this area.

Tools for Redevelopment

- The Fort Norfolk Business Improvement District
- The Fort Norfolk Development Authority
- Special Tax District
- Fort Norfolk Design Overlay District

The Development Process

The Development authority will:

- Conduct public hearings
- Retain consultant to develop detailed land plan and design standards
- Review all development proposals
- Finance infrastructure improvements

Special Tax District

- Property Assessments to Fund Improvements
- Tax Increment Financing
- Tax Abatement Incentives

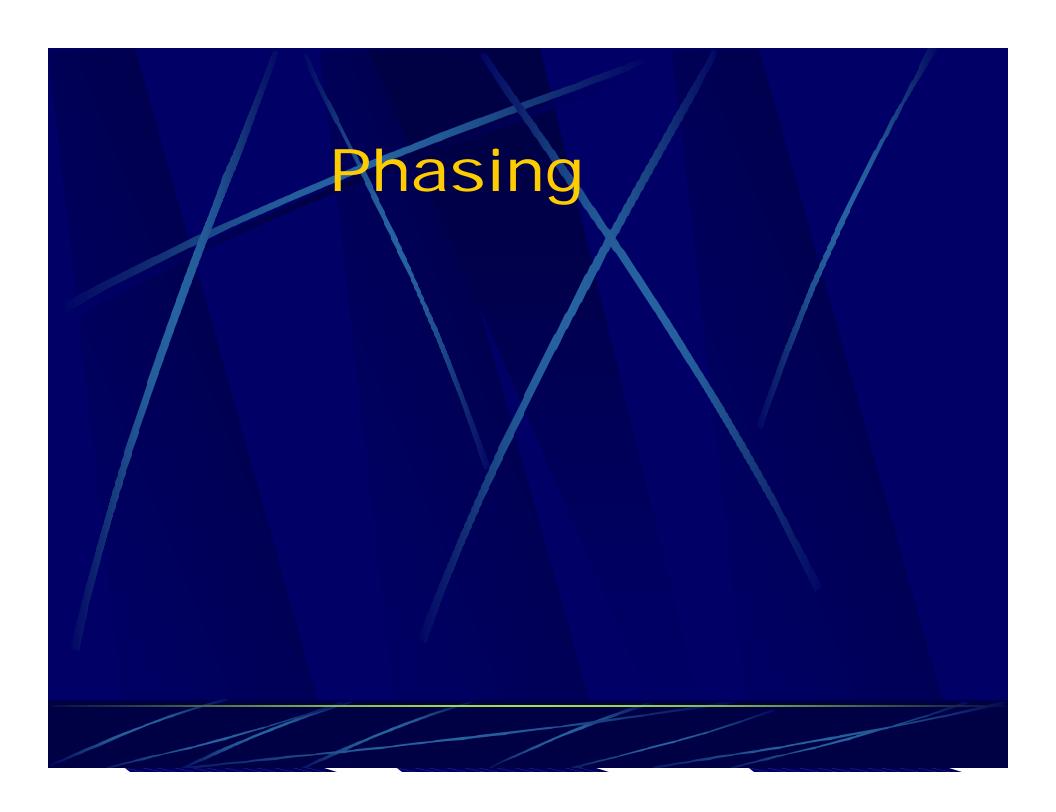
Fort Norfolk Design Overlay District

- Consistent Development Character
- Controlling Height and Bulk
- Parking
- Landscaping and Open Space

Financing the Plan

Financing tools are:

- TIF bonds
- Tax-exempt revenue bonds
- Tax abatements
- Community development block grant (CDBG) and Section 108 funding



Phasing

- Phase 1 Organizational / Planning / Public Process
- Phase 2 Predevelopment and Financing
- Phase 3 Development Implementation
- Phase 4 Westside Opportunities

Next Steps

- Form the Business Improvement District
- Establish a Development Authority for the area
- Conduct public hearings run by the Development Authority
- Create the Special Tax District
- Designate the Design Overlay District

Special thanks to

- Mayor Paul Fraim
- Councilman Barclay Winn
- Regina Williams, City Manager
- Rod Woolard, Director Department of Development
- Randi Ferraro, Business Development Manager, Department of Development
- Numerous other public officials and over 75 community interviewees

